



Interactive Technologies, AV Solutions & Associated Equipment

Pro5 USER GUIDE ISSUE NO.5

Contract Period: 3 years – 23rd July 2012 to 22nd July 2015 (option to extend to 22nd July 2016)

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LEAD AUTHORITY CONTACT DETAILS

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***Please NOTE! Our telephone numbers will be changing later in the year.**

**Kent County Council
Commercial Services
Kent County Supplies
Gibson Drive
West Malling
Kent
ME19 4QG**

Original OJEU contract ref: 2011/S 249-406029

**OJEU Award Notice ref: 2012/S 143-238386
2013/S 025-038023**

Section One - Scope and Context

In accordance with best procurement practice, EU & UK Procurement Directives & Regulations and Kent County Council's Standing Orders, Kent County Council (the Contracting Authority), on behalf of PRO5 Group wishes to create an accessible Multi-Supplier Framework Agreement (the Agreement) split into 5 (five) individual LOTS for the supply and delivery of Interactive Technologies, Audio Visual Solutions & Associated Equipment – Y12072.

Each LOT will be classed as an individual Framework Agreement that will have a common purpose and share common terms and conditions which are detailed in this document. Each LOT will be identified by the use of a sub reference number which shall be prefixed by the main Framework reference number Y12072.

PRO5 comprises four of the largest public sector professional buying organisations in the UK with a combined purchasing power in excess of £2 billion per annum. The PRO5 organisations are representative of in excess of 200 local authorities and funded organisations. Working together the PRO5 group use their extensive buying power to help local authorities in England and Wales:

- get the best value solutions in key markets on commonly purchased goods and services
- deliver savings which contribute to local efficiency targets
- save time, effort and costs by accessing pre-negotiated compliant procurement arrangements

The Pro5 Group consists of the following:

- Central Buying Consortium (CBC)
- Eastern Shires Purchasing Organisation (ESPO)
- North East Procurement Organisation (NEPO)
- Yorkshire Purchasing Organisation (YPO)

For information, a complete list of the current PRO5 membership is listed at:
www.espo.org/ojeu-framework-permissible-users

Section 2 – Using the Framework

Benefits of using the Framework

- Users can re-open competition within the framework, removing the need to conduct a full tender exercise or lengthy supplier evaluation each time they have an Interactive or Audio Visual requirement, saving time and costs associated with procurement exercises
- This framework is fully compliant with the Public Contracts Regulations 2006
- Terms & Conditions are established to underpin the Framework (see section 5)
- The Framework will be managed and monitored by Commercial Services(acting for Kent County Council) on behalf of our Users and your views and requirements will be taken into account when reviewing and developing the contract
- The Framework has been established using a basket of goods most commonly purchased along with estimated quantities, maximising economies of scale.

The framework has been divided and awarded as 5 (five) individual lots:

LOT 1 – Interactive Technologies, Audio Visual Solutions & Associated Equipment

LOT 1 is primarily concerned with the provision of interactive technologies & associated equipment contributing to a collaborative and engaging learning environment. Supporting audio (LOTS 3–5) provides an interactive foundation to assist teachers and learners to face the challenges ahead in the current economic climate.

LOT 2 – Televisions and Associated Equipment

Television is a visually stimulating and interesting medium to children. Therefore, it can be used to assist reluctant learners by creating interest and removing pressure that can accompany traditional learning techniques.

Television is a useful educational tool if used correctly and in moderation. Television can assist with academic learning and also children's social and emotional development.

LOT 3 – Sound Solutions including portable PA Systems*

An educationally robust sound system should ideally stand the test of time (subject to classroom, hall or external use as deemed appropriate to the devices intended use and excluding any misuse by the End User). Sound has typically involved individual or group listening in classrooms, halls or for public performance use.

Pro5 is looking for the provision of products that are of a robust construction with an emphasis of design specifically suitable for the education market.

***This lot has not been awarded.**

LOT 4 – Accessories to Sound Solutions & portable PA Systems*

This LOT will primarily include microphones, headphones, and loudhailers etc. that support amplification (LOT 3).

***This lot has not been awarded.**

***LOTs 3 & 4 have not been awarded as the responses received did not demonstrate best value. The Contracting Authority has a responsibility to continually demonstrate that all operating contracts and tenders deliver value for money and does not bend it to accept any tender for all or any part of the requirement and will not accept responsibility for any expense or loss which may be incurred by any tenderer in the preparation of the tender.**

Please contact the Lead Authority for details of the current Educational Audio Contract that will cover these requirements.

LOT 5 – Soundfield Systems – Portable & Installed

LOT 5 is for the supply, delivery and installation of Audio to enhance primarily a classroom environment. Studies have shown the market the benefits and advantages of audio/voice enhancement, amplification, SoundField, Sound Field Voice Reinforcement System and many other names that may exist for this product type. Such studies have gone on to show how such systems could improve academic performance and potentially test results.

Whilst a classroom or hall environment is the primary location for products covered under this LOT, Pro5 by no means wishes to limit the framework to only school or Academy use and sees no reason why such technology and products could not be used in care, industrial and commercial premises as well, with the appropriate guidance and consultation provided to the End User/Participating Authority by the awarded supplier on the product/solution that will meet their specific requirements.

Soundfield Systems will invariably be used in a classroom with Interactive Whiteboard/technologies in situ. Soundfield Systems that require installation will either be pre-installed in advance of Interactive Technologies in a classroom or at the same time in the case of a new build requirement etc. More recent Soundfield Systems can be retro fitted after an Interactive Whiteboard or alternative Interactive Technology has been installed. This LOT would also include installed PA System(s) as the same installation capability/criteria would apply. Installed PA Systems would be undertaken utilising a mini competition of awarded supplier(s) under this LOT.

Suppliers may be required to undertake site surveys/ visits in order to assess and advise the End user of the most appropriate choice of Soundfield.

Awarded Suppliers:

The following table sets out the suppliers in each lot appointed to the framework.

Suppliers	Lot 1 - Interactive Technologies, Audio Visual Solutions & Associated Equipment	Lot 2 - Televisions and Associated Equipment	Lot 3 - Sound Solutions including portable PA Systems	Lot 4 - Accessories to Sound Solutions & portable PA Systems	Lot 5 - Soundfield Systems – Portable & Installed
AVM Education Ltd			N/A	N/A	✓
CDEC Ltd	✓	✓	N/A	N/A	✓
Connevans Ltd			N/A	N/A	✓
GV Multi-media	✓		N/A	N/A	
Hedley Solutions Ltd			N/A	N/A	✓
Hopco Ltd		✓	N/A	N/A	
Hugh Symons AV	✓		N/A	N/A	
Millennium Business Systems Ltd	✓		N/A	N/A	
MVS Audio Visual		✓	N/A	N/A	

Using the Framework

Users can use the Framework in two ways, either to call off from the Framework on the basis of tendered cost methodology or to re-open competition by way of a mini competition

Calling off from the Contract

The Framework has been established using a basket of goods most commonly purchased along with estimated quantities, maximising economies of scale. These prices will be applicable to any products purchased and any work commissioned under the Framework, and in calling off from the Framework, users simply need to contact the supplier they identify as providing best value for money for the products or services they require. Users will need to advise the supplier (ideally by way of a project brief) of the products/services they require, and the timescale within which they want the products/services delivered.

Users should contact the Participating Authority for price lists relating to Lots 1, 2 & 5. Please note that lowest item price may not necessarily equate to best value and users must factor in installation costs where necessary.

Conducting Mini-Competitions

In order to adhere to The Public Contracts Regulations 2006 users are requested to follow the steps outlined below when wishing to place orders under this Agreement

1. The user must invite all suppliers who are a party to the Framework and who are capable of delivering the customer's particular requirement within the relevant lot. For example, if the user wished to procure an Interactive Whiteboard, they would need to invite all awarded suppliers within Lot 1 of the Framework to participate.
2. Users must ensure they quote ref: **Pro5 Agreement Y12072** on all requests
3. The user shall formulate a project brief containing full details of the requirement. This should include as a minimum a set of outcomes the supplier is expected to deliver, and the timescale within which they are required to deliver the products/services.
4. The user shall send the brief to all suppliers within the Lot (either in writing or via email) inviting them to submit a tender, setting a time limit for the submission of written responses. Tender submissions must be submitted to a named and secure point and shall remain unopened until the closing date and time stated in the supplier brief has elapsed.
5. If the user can determine a commonly purchased basket of goods within a specific Lot it is possible to perform a mini competition that would cover a defined period of time i.e. quarterly/6 monthly or call-off quantity negating the requirement to mini competition on a more frequent basis. This must be communicated to all the tenderers at the beginning of the process.
6. The written responses should be kept confidential until the tender return deadline has passed.
7. The tender submitted shall be evaluated using all or part of the evaluation criteria set out during the initial tender process (listed below). The client may choose which of the head criteria they wish to use and may include there own sub criteria to provide more specific detail and set the weightings to reflect the needs of the mini-competition. The assessment criteria, along with details of the methodology the client is proposing to adopt during evaluation, **must** be communicated to all tenderers invited to compete at the initial brief stage and must not substantially change the specification laid out in the original tender. The requirement will be awarded on the basis of Most Economically Advantageous Tender

Assessment Criteria
Compliance to tender
Added Value
Service Capability
Price

Monitoring the Framework

As this is a Framework, Commercial Services (on behalf of Kent County Council) will not be involved in the day to day management of the suppliers and the products or services they provide. Commercial Services (on behalf of KCC) will however be closely monitoring the progress and performance of the Framework throughout its duration. In order to do this effectively it is a requirement of Commercial Services (on behalf of KCC) that users return a copy of the Monitoring form in Section 4 for **each** order placed as a result of a mini tendering exercise.

SECTION 3 – SUPPLIER CONTACT DETAILS



AVM Education Ltd

HEAD OFFICE,
Europe House,
170 Windmill Road West,
Sunbury on Thames,
Middlesex,
TW16 7HB.

Tel: 0845 2626200
Fax: 0845 2626201

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	x
2.	Televisions & Associated Equipment	x
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	✓

CONTACT:

Kelly Gilbert – Education Sales Director
Mob: 07795 610566
E-mail: kelly.gilbert@avmeducation.com

WEBSITE:

www.avmeducation.com

Lot	Product Range	Manufacturer(s)
5.	Soundfield Systems – Portable & Installed	Lightspeed



CDEC Ltd

SOUTH - HEAD OFFICE,

Unit 1,
Faraday Way,
Orpington,
Kent,
BR5 3QW.

Tel: 0870 220 3231
Fax: 0870 220 3341

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	✓
2.	Televisions & Associated Equipment	✓
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	✓

CONTACT:

Helen Greenfield
Tel: 0870 220 3231
Email: sales@cdec.co.uk

WEBSITE:

www.cdec.co.uk

Lot	Product Range	Manufacturer(s)
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	Casio, CleverLCD, Elmo, Epson, Gyration, Hitachi, Promethean, SMART.
2.	Televisions & Associated Equipment	Abtus, Acer, Archos, Avermedia, Bush, Cello, Digihome, Edis, Evodigital, Ex-Pro, Hannspree, i-can, Ice-crypt, Konig, LG, Lupo Digital, Onkyo, Panasonic, Phillips, Pioneer, Plextor, Proactive sourcing, Sahara, Samsung, Sanyo, Sharp, Sony, Technisat, Toshiba, Videocon, Yamaha.
5.	Soundfield Systems – Portable & Installed	Front Row

Connevans Limited

Bridge House,
1 Nutfield Road,
Merstham,
Surrey,
RH1 3EB.

Tel: 01737 247571
Fax: 01737 223475



AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	×
2.	Televisions & Associated Equipment	×
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	✓

CONTACT:

John Popplestone
Tel: 01737 247571
Email: info@connevans.com

WEBSITE:

www.connevans.co.uk

Lot	Product Range	Manufacturer(s)
5.	Soundfield Systems – Portable & Installed	Azden, Connevans, SoundRanger.

GV Multi-media

GV Multi-media Limited,
Unit 1, Inwood Business Park,
Whitton Road,
Hounslow,
Middlesex,
TW3 2EB.

Tel: 020 8814 5955
Fax: 020 8569 6616



AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	✓
2.	Televisions & Associated Equipment	✗
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	✗

CONTACT:

Dominic Hall
Tel: 07801 648361
Email: dhall@gvmulti-media.com

WEBSITE:

www.gvmulti-media.com

Lot	Product Range	Manufacturer(s)
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	Casio, CleverLCD, Elmo, Epson, Gyration, Hitachi, Promethean, SMART.

Hedley Solutions Ltd



Head Office,
Millennium House,
Dukesmead,
Werrington,
Peterborough,
PE4 6ZN.

Tel: 01733 383700
Fax: 01733 383701

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	x
2.	Televisions & Associated Equipment	x
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	✓

CONTACT:

James Tuohy - Project Manager
Tel: 01733 383700
Email: avsales@hedleysolutions.co.uk

WEBSITE:

www.hedleysolutions.co.uk

Lot	Product Range	Manufacturer(s)
5.	Soundfield Systems – Portable & Installed	Sahara, SMART.

Hopco Ltd



Hopco Limited,
Lower Church Farm,
Church Lane,
Mursley,
Bucks,
MK17 0RS.

Tel: 01296 720949
Fax: 01296 720951

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	x
2.	Televisions & Associated Equipment	✓
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	x

CONTACT:

Richard Jones
Tel: 01296 720949
Email: sales@hopco.co.uk

WEBSITE:

www.hopco.co.uk

Lot	Product Range	Manufacturer(s)
2.	Televisions & Associated Equipment	Cello, Hopco, LG, Panasonic, Phillips, Sagem, Samsung, Sanyo, Sharp, Sony, Toshiba.

Hugh Symons Audio Visual



Hugh Symons Group Ltd,
Alder Hills Park,
16 Alder Hills,
Poole,
Dorset,
BH12 4AR.

Tel: 0870 849 0215
Fax: 0870 849 0216

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	✓
2.	Televisions & Associated Equipment	×
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	×

CONTACT:

Jo Kenny - AV Business Development Manager
Tel: 0870 849 0215
Email: av@hughsymons.com

WEBSITE:

www.hughsymonsav.com

Lot	Product Range	Manufacturer(s)
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	Casio, CleverLCD, Elmo, Epson, Gyration, Hitachi, Promethean, SMART.

Millennium Business Systems Ltd

Millennium Business Systems,
Education Division,
Genesis Centre,
North Staffs Business
Park,
Innovation Way,
Stoke-On-Trent,
ST6 4BF.

Tel: 01782 366300
Fax: 01782 366301



AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	✓
2.	Televisions & Associated Equipment	x
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	x

CONTACT:

Richard Kent - Senior Sales Manager
Tel: 01782 366300
Email: clive.arthur@mbsavit.co.uk

WEBSITE:

www.millennium-education.co.uk

Lot	Product Range	Manufacturer(s)
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	Casio, CleverLCD, Elmo, Epson, Gyration, Hitachi, Promethean, SMART.

MVS Audio Visual

24 Cobham Road,
Ferndown Industrial Estate,
Wimborne,
Dorset,
BH21 7NP.



Tel: 01202 861696
Fax: 01202 654919

AWARDED LOTS		
1.	Interactive Technologies, Audio Visual Solutions & Associated Equipment	x
2.	Televisions & Associated Equipment	✓
3.	Sound Solutions including portable PA Systems	N/A
4.	Accessories to Sound Solutions & portable PA Systems	N/A
5.	Soundfield Systems – Portable & Installed	x

CONTACT:

Doug Haigh
Tel: 01202 861696
Email: pro5@mvs.co.uk

WEBSITE:

www.mvsav.co.uk

Lot	Product Range	Manufacturer(s)
2.	Televisions & Associated Equipment	BTECH, DGM, Goodmans, Humax, LG, Mitsubishi, Panasonic, Philips, Sanyo, Samsung, Sharp, Sony, Toshiba, Videocon.

SECTION 4 – MONITORING FORM

INTERACTIVE TECHNOLOGIES & AUDIO VISUAL SOLUTIONS MONITORING FORM	
Name and address of organisation purchasing products/services	
Name of awarded Supplier	
Date of purchase/contract	
Items purchased	
Total/estimated value of order/contract	£
Please give brief details of your experience using the framework agreement	

SECTION 5 – TERMS & CONDITIONS AND OJEU AWARD NOTICE

Terms and Conditions



OJEU Award Notice

